

## WEBSTER AND MONEY

THE GREAT DANIEL WAS CARELESS IN FINANCIAL AFFAIRS.

He Troubled Himself Little About What He Owed or About What Others Owed Him—The Way the Famous Lawyer Charmed His Creditors.

As often as nature makes a dimpled set of cards she lets go to him some badge of infirmity, some sign or token by which the less favored of the race may know that he is not absolutely removed from them, but is, in certain ways, co-equal with them in common humanity.

The "politic Daniel," "exponent of the constitution" and "father of the sentiment of American nationality," whose eloquence the "appliance of litigious senators" did command, was mighty careless about his financial obligations, seldom troubling himself about what he owed or about what others owed him.

The late Erastus Corning and Webster were warm friends, and thereby is explained the fact that once upon a time Mr. Corning indorsed Mr. Webster's note for a considerable amount.

Things go in this world now must

either later come due, and when a particular note reached maturity Webster had to protest. But Webster was unwilling to embarrass him, paid it before it was due, and when it was

so passed, and when it was supposed that Webster's financial condition was improved Mr. Corning was prevailed upon by the firm to ask Webster if he could make it convenient to liquidate the claim.

In answer to Corning's letter Webster sent a note abounding in apologies for the trouble he had put his friend to, and wound up with a most cordial invitation to the gentleman to visit him, when he would probably be in a position to pay him, or, at least, to give him some sort of satisfactory security.

Corning accepted the invitation and went to see the exponent.

In due time Corning returned home,

delighted and charmed with his visit to Marshfield.

Entertaining his partners with enthusiastic accounts of the great statesman's hospitality and with descriptions of the various incidents of his visit, Corning forgot to say a word about the main object of the visit.

Finally, after Corning had exhausted himself in describing the good time he had had, a member of the firm broke in with the remark, "Well, I suppose Mr. Webster was highly pleased to be able to pay the note."

"Highly pleased to pay the note?" responded Corning. "He didn't pay any note. He not only did not pay the note, but he so charmed and disengaged me that he got me to sign another note for him for \$10,000, and I am thankful that he did not ask me to make it \$10,000, for I don't think I could have refused to grant his request."

An old Businessman who knew Webster well told me some years ago the following story:

A Portsmouth (N. H.) tailor had a bill against Webster for several hundred dollars.

When Webster was elected United States senator, the tailor went down to the "Hub" to see him about his bill, thinking that he was then in a fair frame of mind to pay it.

When the Portsmouth man got to Boston Webster was holding a levee, at which were gathered the most distinguished men of the nation.

Presenting himself at the door, the tailor was denied admission on the ground that Mr. Webster was engaged with affairs of state and could not be disturbed.

The tailor sent up his card, which Webster no sooner saw than he ordered the gentleman to be ushered into his presence.

Receiving the man with a cordial hand shake and a look of supreme benignity, Mr. Webster introduced him, one by one, to the illustrious company, dined him and wined him, and in the course of time the guests, including the Portsmouth man, departed.

Upon reaching home the tailor was asked if he got the money for his bill.

"Money for my bill, the mischief!" he replied. "Mr. Webster treated me like a lord, introduced me to more big folks that I ever saw before in all my life, and do you suppose I could have the heart to mention that bill to him?"

—New York American.

## A Funeral Artist.

One well known and decidedly inartistic quality of Lord Leighton was his punctuality. He was once in Damascus and was urged to remain there, but he declined. His reason was that he had to be in London on a certain day because he had made an engagement with his model. A friend was anxious to learn whether Lord Leighton had actually kept this engagement, and he found that when the artist was ascending the staircase straight from Damascus the model was knocking at the door of the studio.

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## His Weakness.

"Alas!" confessed the penitent man, "in a moment of weakness I stole a carload of brass fittings."

"In a moment of weakness!" exclaimed the judge. "Goodness, man! What would you have taken if you had yielded in a moment when you felt strong?"—Judge.

## Contradictory.

Jack—You should have seen Miss Waldo. Her eyes dashed fire, and Arthur—that's funny. You said a moment ago that she froze you with a glance.

Judge thyself with a judgment of sincerity and thou wilt judge others with a judgment of charity.—Mason.

## HANDLING MEN.

Directing Others In Business Demands Tact and Ability.

Business men often fail because they do not know how to handle men. They can do their own work all right, but they are failures when it comes to directing others. They lack tact, diplomacy.

Many men antagonize others; they lack patience, lose temper, try to please over little things. And it means a good leader who cannot control himself.

A great many business men seem to think that it takes a deal of driving, scolding, fault finding to get the best out of others. It is, however, just the opposite. Employees never give up their best in response to forcing methods.

I know a young man who promises to be a leader in his life who is as quiet and gentlemanly in his methods as a modest woman. He never raises his voice, never gets angry. When an employee does something wrong, instead of scolding or nagging him sit right down and shows him or her just how to do the thing. He tries to help them out of their difficulty, not to confuse them. He does not need to scold, because everybody respects him, admires him and knows that he is always trying to do the fair thing, to give a square deal, that he wants only what is just right and there is nothing arbitrary in his methods.

The result is he does not need to storm around his establishment and use abusive, profane language. He knows there is a stronger force, a better way than that. The result is that he has perfect discipline.

No one would think of taking advantage of him or trying to deceive him, because he is so kind, square, true.

I know another man, in business, who by his methods is just the opposite method. He storms and swears, yells, nags, goes through his establishment like a bull through a china shop, making everybody feel mean and disagreeable. Nobody respects him. He rules by brute force, keeping everybody cowed and afraid of him. They obey him and let him impose upon them in order to avoid a scene or fear they will lose their positions. If an office boy or stenographer makes a little mistake he will go all to pieces, fly into a rage and make it very uncomfortable for everybody about him.

People waiting in the outer office often hear loud talking and most abusive language in his private office. But he is not nearly as successful as his quiet, unobtrusive neighbor.

He never thinks of recognizing one of his employees on the street.

The other man always lifts his hat to the humblest girl in his employ and has a pleasant smile for everybody, because he has an interest in everybody and they all love him.—Success.

The Vision of Insects.

A notable fact about the vision of insects and one which may be supposed most largely influence their view of the external world is the number of facets or lenses in compound eyes. A German naturalist, K. Lehmann, has been painstaking enough to count the number of facets in the eyes of no fewer than 150 species of beetle. He finds that in the same species and sex the number increases with the size of the body. There is usually no permanent difference between the sexes as to the number of facets. Occasionally, however, the difference is marked, as in the case of *Lamprima splendida*, in which the male has 2,500 and the female 800. One species is noted which has the extraordinary number of 26,000 facets in its eye. The number of facets is greater in the rapidly moving active forms than in the more sluggish species.—Philadelphia Record.

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Contrary.

Mrs. Style—Mrs. Cashe has a great

deal of embroidery. Mrs. Parvenn—

Then if she has a good deal of it, I

know she got it cheap.—Baltimore American.

Life insurance was invented by Pas-

cal, whose "theory of probabilities"

and "law of averages" still govern the

business.

Judge thyself with a judgment of

sincerity and thou wilt judge others

with a judgment of charity.—Mason.

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